

Message Text

CONFIDENTIAL

PAGE 01 PEKING 00968 210111Z

14-11

ACTION EB-07

INFO OCT-01 EA-06 ISO-00 DODE-00 NSAE-00 TRSE-00 ERDA-05

CIAE-00 COME-00 MC-02 /021 W
----- 114470

R 210100Z MAY 75

FM USLO PEKING

TO SECSTATE WASHDC 3783

INFO AMCONSUL HONG KONG

C O N F I D E N T I A L PEKING 968

E.O.11652: N/A

TAGS: ETRD, ESTC, CH, US

SUBJECT: BURROUGHS COMPUTER NEGOTIATIONS WITH PRC

REF: STATE 4922 PEKING 268

1. LLOYD WISE OF BURROUGHS INFORMED USLO MAY 19 THAT IN NEGOTIATIONS FROM MAY 7 TO 18 HE HAD CARRIED BURROUGHS NEGOTIATIONS TO STAGE WHERE CHINESE FELT HE SHOULD GET AN EXPORT LICENSE BEFORE PROCEEDING FURTHER. WISE NOW SAYS HE HAS A LETTER OF INTENT FOR A \$14 MILLION COMPUTER, WHICH HE DESCRIBED AS A FIVE-IN-ONE PACKAGE. IT INCLUDES "FAIL-SOFT" OR "GRACEFUL DEGRATION" FEATURES, WHICH ALLOWS A FAILING COMPONENT'S FUNCTIONS TO BE TAKEN OVER BY OTHER PARTS OF THE MACHINE. OTHER DETAILS ARE AS REPORTED REFTELS.

2. WISE SAYS THAT IF LICENSE APPROVED, BURROUGHS INTENDS TRAIN CHINESE IN SOFTWARE IN US AND JAPAN. DURING EARLY PART OF OPERATION OF COMPUTER, HOWEVER, A RESIDENT BURROUGHS REPRESENTATIVE WILL BE NECESSARY TO INSURE THAT CHINESE PROGRAMS ARE COMPATIBLE WITH THE COMPUTER.

3. WISE PLANS TO PROCEED WITH LICENSING APPLICATION IN NEXT FEW WEEKS.

4. SENSITIVE COMMERCIAL INFORMATION. BUSH
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Message Attributes

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Margaret P. Grafeld
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To: STATE
Type: TE
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